

## Message Text

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PAGE 01 PEKING 00964 110241Z  
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 COME-00 CIAE-00 INR-10  
NSAE-00 ICA-11 /042 W  
-----077335 110645Z /14  
R 110044Z APR 78  
FM USLO PEKING  
TO SECSTATE WASHDC 0376  
INFO AMCONSUL HONG KONG

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FOR EA/PRCM

E.O. 11652: N/A  
TAGS: ETRD CH US  
SUBJ: NCUSCT LIGHT INDUSTRIAL HANDICRAFTS DELEGATION:  
PRELIMINARY REPORT

1. THE LIGHT INDUSTRIAL HANDICRAFTS DELEGATION, SPONSORED BY THE NATIONAL COUNCIL FOR US-CHINA TRADE (NCUSCT), COMPLETED SIX DAYS OF DISCUSSIONS IN PEKING AND DEPARTED FOR SHANGHAI AND CANTON ON APRIL 10. THE DELEGATION WILL DISBAND IN CANTON ON APRIL 14 SO ITS MEMBERS CAN ATTEND THE FALL TRADE FAIR.

2. WHILE IN PEKING, THE DELEGATION MET WITH ITS OFFICIAL HOST CHINA COUNCIL FOR THE PROMOTION OF INTERNATIONAL TRADE (CCPIT) VICE CHAIRMAN WANG WEN-LIN, GENERAL MANAGER YU KUANG OF THE CHINA NATIONAL ARTS AND CRAFTS IMPORT AND EXPORT CORPORATION, AND DEPUTY GENERAL MANAGER-LEVEL OFFICIALS AT LIGHT INDUSTRY, NATIVE PRODUCE, AND THE EXPORT COMMODITIES PACKAGING CORPORATION, AS WELL AS WITH OFFICIALS OF THE COMMODITY INSPECTION BUREAU AND THE FOREIGN TRADE TRANSPORTATION CORPORATION. AMBASSADOR WOODCOCK HOSTED A RECEPTION FOR THE

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GROUP ON APRIL 5.

3. DELEGATION MEMBERS HAVE MADE PRESENTATIONS ON US MARKET CHARACTERISTICS, MARKET RESEARCH IN THE US, AND THE RESULTS OF A QUESTIONNAIRE PREPARED BY THE NCUSCT TO WHICH 70 IMPORTERS RESPONDED. THEY HAVE DISCUSSED IN DETAIL A WIDE RANGE OF PROBLEMS, MOSTLY OLD ONES, WHICH HANDICA

PRC SALES TO THE US OR CAUSE DIFFICULTIES FOR IMPORTERS (OR BOTH), INCLUDING FAULTY PACKAGING, INADEQUATE STYLING, LATE DELIVERIES, FAILURE TO COMPLY WITH USG REGULATIONS, ETC. IN ADDITION, EACH OF THE DELEGATION MEMBERS HAS HAD OPPORTUNITY TO DISCUSS SPECIFIC PRODUCT-LINES WITH COUNTERPARTS IN THE CHINESE FTC'S, INCLUDING STRAW PRODUCTS, CARPETS, LEATHER GOODS, CHINA AND GLASSWARE, TOYS AND FOOTWEAR.

4. COMMENT: MANY OF THE ISSUES DISCUSSED BY THE DELEGATION HAVE BEEN FREQUENTLY RAISED IN THE PAST BY AMERICAN IMPORTERS. NEVERTHELESS, CHINESE LISTENED ATTENTIVELY TO THE DELEGATION'S PRESENTATIONS. THEIR RESPONSES HAVE BEEN POSITIVE, BUT GENERALLY NONCOMMITAL, ON WHAT ACTIONS THEY MIGHT TAKE. SOME LIMITED PROGRESS MAY BE POSSIBLE ON OCEAN SHIPPING ARRANGEMENTS AND ON PACKING AND PACKAGING PROBLEMS.

5. EA/PRCM PLEASE PASS SUBSTANCE OF THIS MESSAGE TO CHRIS PHILLIPS OF NATIONAL COUNCIL.  
WOODCOCK

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE, MEETING DELEGATIONS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 11 apr 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
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